

Message Text

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20

ACTION XMB-07

INFO OCT-01 AF-10 NEA-10 ADP-00 SSO-00 NSCE-00 USIE-00

INRE-00 AID-20 CIAE-00 COME-00 EB-11 FRB-02 INR-10

NSAE-00 RSC-01 TRSE-00 OPIC-12 CIEP-02 LAB-06 SIL-01

SAL-01 OMB-01 RSR-01 FAA-00 /096 W

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O R 090855 Z APR 73

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC IMMEDIATE 1518

INFO AMEMBASSY KHARTOUM

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DEPARTMENT PASS MR. ODELL (DEPT.' S NORTH AFRICAN AFFAIRS)

AND EXIMBANK BY OPENING OF BUSSINESS APRIL 9.

E. O. 11652: N/ A

TAGS: ETRN, SU

SUBJECT: CIVIL AIR - SUDAN AIRWAYS REEQUIPMENT

REF: DWOR LETTER TO ODELL, BEIRUT 1227

1. RCAA HAS SEEN COPY ORIGINAL SUDAN AIRWAYS LOAN APPLICATION SUBMITTED EXIMBANK JANUARY 26, AND BELIEVES THAT PRESENT PACKAGE OF TWO NEW BOEING 707-320 C' S URGENT REQUIRED, ECONOMICALLY VIABLE, WILL ASSURE ORDERLY AND HEALTHY GROWTH, AND WILL ALSO ENCHANCE COMPETITIVE POSTURE AND MARKET SHARE FOR THE SUDANESE AIR CARRIER.

2. IN RCAA VIEW, ACQUISTION OF TWO NEW 707-302 CBMS IS NECESSARY STEP BY SUDAN AIRWAYS TO ENCHANCE PASSENGER AND CARGO COMPETITIVE POSTURE AND CAPACITY AND TO IMPROVE QUANTITY AND QUALITY OF PASSENGER AND CARGO UPLIFT BETWEEN KHARTOUM AND KEY DESTINATION AFRICA, MIDDLE EAST, AND EUROPE. RCAA BELIEVES THE TWO NEW BOEING

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707-302 C'S WILL IMPACT FAVORABLY ON PROFITABILITY AND CASH FLOW OVER THE LIFE OF THE AIRCRAFT, WILL EARN SIGNIFICANT FOREIGN EXCHANGE VOLUMES, WILL SHARPLY ENHANCE THE AIRLINES' MARKET SHARE ON COMPETITIVE INTERNATIONAL SECTORS, WILL LOWER AIRLINE'S UNIT OPERATION COSTS (SEAT-MILE AND TON-MILE), WILL PERMIT EQUIPMENT PARITY OR SUPERIORITY (WIDEBODED- LOOK INTERIOR), ENHANCED RELIABILITY AND MAINTAINABILITY, AND WILL STIMULATE NEW TRAFFIC (BUSINESS AND TOURIST) TO AND FROM THE SUDAN.

3. RCAA BELIEVES ACQUIRING USED FOUR- ENGINED EQUIPMENT BY SUDAN AIRWAYS (IN LIGHT OF FACTORS OF PASSENGER- APPEAL, MAINTAINABILITY AND RELIABILITY) NOT AS ECONOMICALLY, TECHNICALLY, AND COMPETITIVELY DESIRABLE AS ACQUIRING TWO NEW 707-320 C'S. FURTHER, CONTINUED LEASING OF RATHER THAN PURCHASING, FOUR ENGINED EQUIPMENT BY AIRLINE REPRESENTS SIGNIFICANTLY HIGHER OPERATION COSTS AND LOSS OF HIGHLY IMPORTANT INVESTMENT ENHANCEMENT OPPORTUNITY.
BUFFUM

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*** Current Classification *** LIMITED OFFICIAL USE

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